

Message Text

UNCLASSIFIED

PAGE 01 GUATEM 06161 111739Z

51

ACTION ARA-10

INFO OCT-01 ISO-00 EB-06 RSC-01 /018 W

----- 064787

R 111700Z NOV 74

FM AMEMBASSY GUATEMALA

TO USDOC WASHDC

INFO SECSTATE WASHDC 4959

UNCLAS GUATEMALA 6161

E.O. 11652: N/A

TAGS: BEXP, GT

SUBJECT: PRIVATE TRADE OPPORTUNITY

1. 205/01/P0031
2. 110874
3. E. CASTRO
4. 205 GUATEMALA
5. I A
6. A. REPLY TO --
 - B. JOSE GOUBAUD, MANAGER
 - C. JOSE GOUBAUD & CIA. LTDA.
APARTADO POSTAL 178-A
GUATEMALA CITY, GUATEMALA
7. TEL. 67396 CABLE: GUBOCIALTA
8. DOW CHEMICAL INTER AMERICA CO. MIDLAND, MICHIGAN
HOOKER CHEMICAL CORP. MINNEAPOLIS, MINN.
9. 114 9A. EXCLUSIVE AGENCY.
10. DESCRIPTION
 - 2812423-0000
POTASSIUM HYDROXIDE (CAUSTIC POTASH) IN FLAKES
AT 90/92 PER CENT AMOUNT: FROM 5 TO 10 METRIC TONS. VALUE
UNKNOWN.
 - 2812231-0000
FINISHED PHARMACEUTICAL SODIUM BICARBONATE. AMOUNT:
FROM 5 TO 10 METRIC TONS. VALUE UNKNOWN.
 - 2819782-0000
SODIUM SULFIDE FLAKES. AMOUNT: FROM 5 TO 10
METRIC TONS. VALUE UNKNOWN.

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3079121-0000

POLYETHYLENE HIGH AND LOW DENSITY. AMOUNT:

10 METRIC TONS. VALUE UNKNOWN.

3079131-0000

POLYPROPYLENE HIGH AND LOW DENSITY. AMOUNT 10

METRIC TONS. VALUE UNKNOWN.

3079141-0000

POLYSTYRENE HIGH AND LOW DENSITY. AMOUNT: 10

METRIC TONS. VALUE UNKNOWN.

INTERESTED FIRM IS ONE OF THE LEADING MANUFACTURER'S REPRESENTATION AGENCIES IN GUATEMALA WHICH OCCASIONALLY STOCKS MERCHANDISE ON CONSIGNMENT. YEARLY SALES VOLUME IS DECLARED AT \$6.5 MILLION. THE FIRM IS WELL REGARDED IN LOCAL COMMERCIAL CIRCLES. CREDIT SOURCES REPORTED SATISFACTORY EXPERIENCE ON CREDIT TRADE TRANSACTIONS. MR. GOUBAUD IS MAINLY SEEKING EXCLUSIVE DISTRIBUTORSHIP ARRANGEMENTS DEALING DIRECTLY WITH MANUFACTURERS. PRESENTLY, MR. GOUBAUD REPRESENTS SEVERAL U.S. AND EUROPEAN FIRMS FOR CHEMICALS, LIQUORS AND INDUSTRIAL MATERIALS. PLEASE SPECIFY CIF GUATEMALA OR FOB QUOTATIONS, PAYMENT CONDITIONS AND DELIVERY TIME.

ANDREWS

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Message Attributes

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Channel Indicators: n/a
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Draft Date: 11 NOV 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
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From: GUATEMALA
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Declassified/Released
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30 JUN 2005

Review Media Identifier:
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Review Release Date: n/a
Review Release Event: n/a
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Secure: OPEN
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